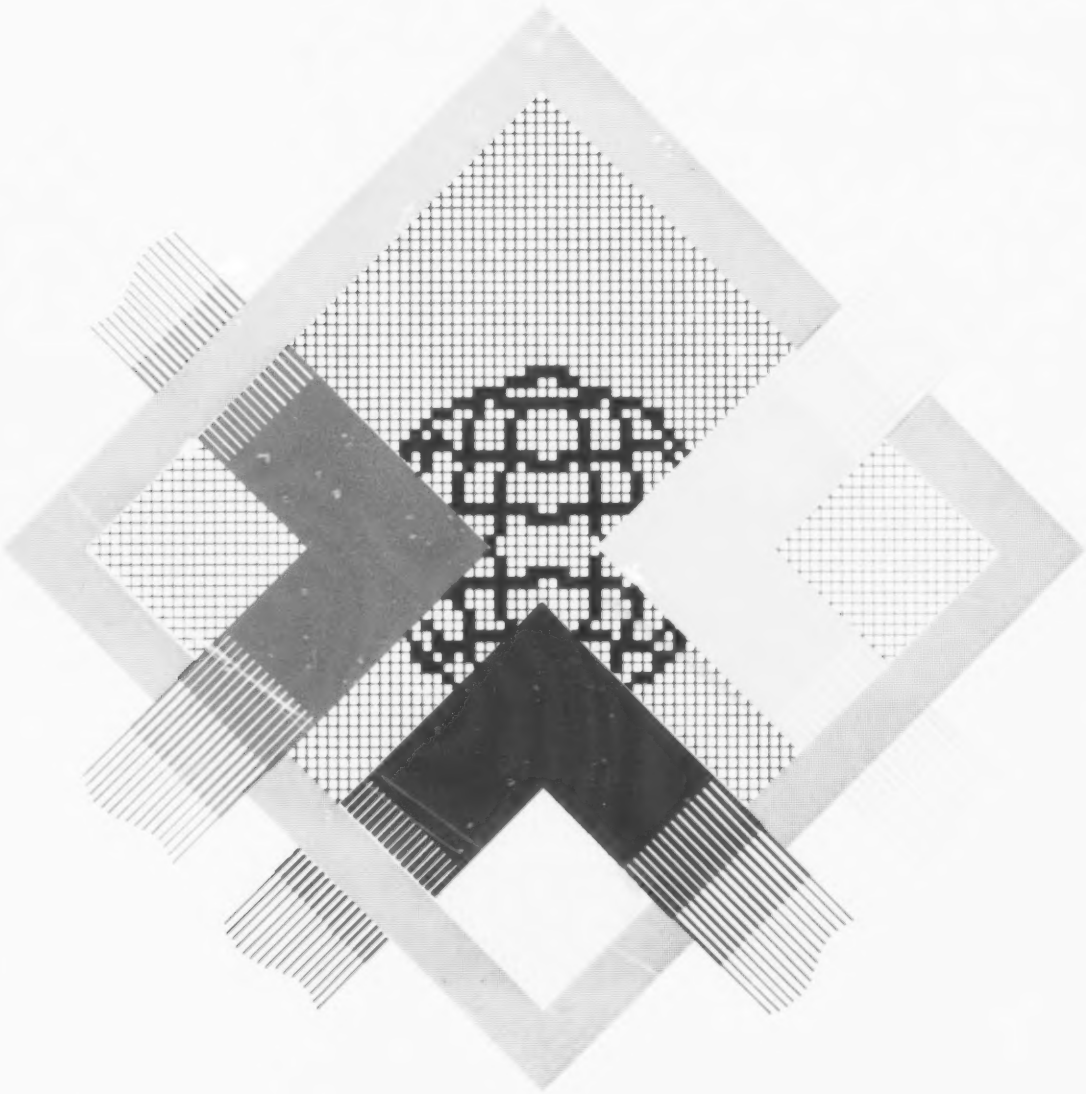
UNITED NATIONS

# TECHNICAL CO-OPERATION FOR TRADE AND DEVELOPMENT

UNITED NATIONS CONFERENCE ON TRADE AND DEVELOPMENT



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# TECHNICAL CO-OPERATION FOR TRADE AND DEVELOPMENT

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**Co-operation between UNCTAD and member States**

**to promote the trade, growth and development**

**of developing countries**

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**United Nations Conference on Trade and Development (UNCTAD)**
**Geneva**

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# THE ROLE OF UNCTAD

Positive conditions exist for strengthening international co-operation for development. Steady growth in global output and trade offers opportunities for progress in developing countries. Nonetheless, substantial obstacles remain. Participation in the benefits of economic expansion and technological advance is unequal. Extreme inequalities of income distribution persist, poverty is widespread, vast human potential is wasted and ecological systems are threatened. Economic stagnation and retrogression prevail in a large number of developing countries. The problems of the least developed countries and those of African developing countries are particularly acute.

There is therefore no cause for complacency, but a basis and an urgent need exist for concerted national and multilateral action to attack the obstacles to a healthy, secure and equitable world economy. These obstacles will not be overcome by spontaneous economic forces alone. At both national and international levels, access to opportunities for the generation of wealth and income should be broadened, within a framework of rules and co-operative arrangements, based on consensus. All countries are responsible for contributing to the required action in accordance with their capacities and economic weights. The United Nations Conference on Trade and Development (UNCTAD) can play a prominent role in this effort through analysis, new ideas, initiatives, dialogue, negotiation, decisions and technical co-operation.

From its roots in the mandate established by the General Assembly in its resolution 1995 (XIX), the role of UNCTAD has evolved under the guidance of successive sessions of the Conference. The consensus embodied in the Final Act of the seventh session of UNCTAD continues to provide a valid framework for formulating specific policy measures. UNCTAD has responded to changing conditions, needs and orientations, while maintaining its universal character and its development mission. Important policy advances and agreements have been achieved through intergovernmental negotiation in UNCTAD and by the influence of its work on the thinking and decisions of Governments and other international forums. There is a need to strengthen further the impact of UNCTAD's work on national and international policy-making.

The main substantive challenge facing UNCTAD is to bring fresh thinking to bear on long-standing problems and new areas of concern with a view to promoting innovative policy measures, taking full account of the interdependence of economies and of policy areas, of long-term structural changes in the world economy, as well as of the need for a more supportive and predictable international economic environment for trade and development, particularly of developing countries. To these ends, UNCTAD is exploring the policy implications of the diversity of the growth and development experiences of different countries, as well as of integration processes having a major impact on the world economy. It also continues to pay special attention to economic problems faced in common by developing countries, notably in expanding and diversifying their production base and their trade in goods and services including their mutual trade, reducing commodity dependence, building financial, technological and transport capacities, coping with the debt burden and its consequences, adverse trends in resource flows, and undertaking adjustment programmes oriented to growth and development.

The future of the world economy and of international economic co-operation will be increasingly shaped by the exploration of different ways of integrating the pursuit of economic efficiency with broader national and international development objectives. While there is no universal criterion for determining the proper mix of economic management tools for stimulating economic growth and development, and a range of approaches and measures appropiate to particular situations are being applied, more countries in all parts of the world are making use of market signals and competitiveness in promoting entrepreneurial initiative and in optimizing the countributions of the public and private sectors. A related factor will be the promotion of approaches to growth that would encourage sustainable development, responding to the needs of present and future generations of humanity. The eradication of poverty should have a central place in these endeavours.

The above text is based on the Declaration adopted by consensus by the Trade and Development Board and endorsed by the United Nations General Assembly, in 1989, on the occasion of the 25th anniversary of UNCTAD. In that Declaration member States, committed to the objectives of UNCTAD, pledged themselves, individually and collectively, to rise to these challenges, to enhance their political support for the United Nations Conference on Trade and Development and to make it a more effective and responsive instrument of international co-operation for trade, growth and development, particularly of developing countries.

TABLE OF CONTENTS


| | Page |
|---|---|
| PART I : OVERVIEW | 1 |
| PART II : MAIN AREAS OF ACTIVITY | 3 - 29 |
| A. Activities related to international trade | 3 - 18 |
| 1. Trade policies for development | 4 |
| 2. Market access (SMART) | 5 |
| 3. GSP and other trade laws | 6 |
| 4. Control of restrictive business practices (RBPs) | 7 |
| 5. Trade negotiations | 8 |
| 6. Services for development | 9 |
| 7. Transfer and development of technology | 10 |
| 8. Trade expansion with countries in Eastern Europe | 11 |
| 9. Commodity policy, diversification, processing, marketing and distribution | 12 |
| 10. Import management and policies for food commodities | 13 |
| 11. TRAINFORTRADE | 14 |
| 12. The economic integration process of developing countries | 15 |
| 13. Trade control measures information system (TCMIS) | 16 |
| 14. The trade facilitation programme (FALPRO) | 17 |
| 15. Trade-related enterprise promotion | 18 |
| B. Activities related to financial resources | 19 - 22 |
| 16. Debt management | 19 |
| 17. Aid co-ordination and management in least developed countries | 20 |
| 18. Insurance | 21 |
| 19. Monetary and financial co-operation among developing countries | 22 |
| C. Activities related to transport | 23 - 27 |
| 20. Shipping services | 23 |
| 21. Multi-modal transport and technological development | 24 |
| 22. Port management and development | 25 |
| 23. Maritime management training (TRAINMAR/IPP) | 26 |
| 24. Transit-traffic for land-locked developing countries and management of transport routes | 27 |
| PART III : FINANCIAL, ORGANIZATIONAL AND PROCEDURAL MATTERS | 28 |

# I. OVERVIEW

The world economy in the 1990s is poised for important changes. With the increasing globalization of markets, trade in goods and services is becoming inextricably linked with investment and other financial flows. Also, the speed, direction and control of technological change are affecting in an increasingly direct and significant way the competitiveness of national economies and of productive structures.

The outcome of the Uruguay Round of multilateral trade negotiations may bring about significant new rules of the game for international trade and investment. The emergence of a multipolar world economy through the creation of a single market in Western Europe, the development of trading blocs in North America and East Asia, together with the economic transformation under way in countries in Eastern Europe, are also likely to affect the external environment within which developing countries pursue their development efforts.

The anticipated growth in global output and trade will offer new opportunities and challenges for developing countries. Some developing countries are well placed to benefit from these changes; most are not. Participation in the benefits of economic expansion and technological advance is uneven, leaving a large part of the developing world mired in economic stagnation. The policy challenge of the 1990s is to restore universal growth and sustainable development. At the international level, improved international policies are essential for increased trade and investment flows beneficial to all. At the national level, countries need to position themselves to take advantage of the benefits that an improved international environment will offer.

UNCTAD promotes international trade in goods and services, particularly that of developing countries with a view to accelerating their economic development. The main themes addressed by Governments through UNCTAD and in the supporting activities of its secretariat, are:

- The expansion and diversification of the exports of goods and services of developing countries and the need for developed countries to adopt policies and measures to support this aim;
- The stabilization and strengthening of international commodity markets, the enhancement of earnings through increased participation in processing, marketing and distribution of commodities, and the diversification of the economies of developing countries;
- The enhancement of the export capacity of developing countries through mobilizing domestic and external resources, including strengthening technological capabilities, developing merchant shipping, and promoting appropriate national trade and transport policies:
- The alleviation of the impact of debt on the economies of developing countries;
- Special measures in support of the least developed countries and other particularly disadvantaged developing countries; and
- Support for the expansion of trade and economic co-operation among developing countries.

### *Technical co-operation*

The developmental vision of UNCTAD's work permeates the organisation's technical co-operation activities, which seek to increase the ability of developing countries to react swiftly to changes occurring in the world economy, to address strategic issues in international economic relations, and to generate increased flows of trade. These activities are aimed at:

- Improving the process of formulation and implementation of external economic policies that effectively exploit relationships between trade, technology and finance, and between the evolution of the external environment and the capacities of developing countries to establish effective domestic policies. This would include trade, technology and commodity policies; and improved management of technology flows, finance, development assistance and debt;

- Contributing to a better understanding of international economic problems and of solutions thereto by enhancing the effective participation of developing countries in deliberations and negotiations on problems such as trade and technology patterns, increased concessional and non-concessional resources and debt reschedulings;

- Strengthening the mechanisms for expanding trade flows and rendering them more remunerative by improving trade procedures and related information and management services in fields such as customs, financial services including insurance, maritime transport, ports, transport systems, including transit-related facilities; and,

- Promoting co-operation among developing countries at both the general level and in the areas of competence of UNCTAD, as well as the development of effective linkages between such co-operation and national development.

UNCTAD seeks to promote these objectives through a deliberate attempt to link as far as possible operational activities with the research and analytical work of the secretariat. Through technical co-operation, the secretariat endeavours to provide to developing countries at their request the corpus of the policy initiatives, knowledge, expertise and data available in UNCTAD for their use in building up their national and collective capacities.

This includes:

- The policy guidance and decisions established by the intergovernmental machinery of UNCTAD as well as the policy initiatives and conceptual innovations developed by the secretariat;

- The analytical expertise of the secretariat in the areas set out in Part Two below;

- The extensive information available in the secretariat's statistical services and data banks and information systems (e.g. TCMIS, see # 13 below); and

- The various management information software programmes developed by the secretariat for member States to use for their own decision-making and management purposes, including ACIS (see # 24); ASYCUDA (see #14); DMFAS (see #16); and SMART (see # 2).

Such interlinkage between normative and operational activities enables the secretariat to use its technical co-operation arm as a source of feedback for the identification of areas for further research and analysis and for intergovernmental consideration. It is for this reason that UNCTAD's technical co-operation activities are deliberatedly grouped around specific programme areas. Each of these programme areas, described in Part Two, involves a set of mutually reinforcing projects in several countries, in one or more regions, and at the interregional level. Each programme, which is managed in an integrated manner within the structure of the secretariat, is linked to the normative and analytical work of the secretariat in order to promote the interactions described above.

In carrying out technical co-operation activities, UNCTAD pays special attention to the need for:

- An effective response to the technical co-operation needs of the least developed countries and other geographically disadvantaged land-locked and island developing countries for which UNCTAD has special responsibilities and of African countries as an integral part of UNCTAD's contribution to the implementation of the United Nations Programme of Action for African Economic Recovery and Development.

- Training and human resource development as a key element in building up national and collective capacities of developing countries.

- Co-operation with other organisations in order to ensure effective treatment of all the multifaceted aspects of trade and trade-related services. Such organisations include bilateral and multilateral donors, particulary UNDP which finances the major share of UNCTAD's technical co-operation, as well as other organisations undertaking activities in related fields, particulary the International Trade Centre (ITC, UNCTAD/GATT); the World Bank; FAO; UNIDO; ILO; IMO; the United Nations Department of Technical Co-operation for Development and the regional commissions of the United Nations secretariat.

# II. MAIN AREAS OF ACTIVITY

The following description of UNCTAD's technical co-operation programmes provides information on the services available to member States from the secretariat through operational activities on the basis of specific projects financed from UNDP, bilateral and other extra-budgetary sources (see Part III, page 28).

In this description, activities are grouped around three main programme areas,[1] relating, respectively, to international trade, financial resources and transport. Some new areas could be introduced or existing subjects modified, depending on intergovernmental decisions, requests of developing countries and capacities of the secretariat, for example in the case of work on environmental aspects of trade and on sustainable development. Likewise, some activities could be dropped, for much the same reasons.

In practice, it often happens that a single technical co-operation project could combine several of the above activities: for example, a trade policy project (# 1) could include a seminar on GSP (# 3) and a national study on services (# 6); or transit/transport projects (# 24) could include a trade facilitation component (# 14).

## A. ACTIVITIES RELATED TO INTERNATIONAL TRADE

Trade expansion plays an important role in the development of developing countries through the generation of increased export revenues, output and employment. UNCTAD's technical co-operation programmes in the trade sector encompass several fields of action to help overcome obstacles that impede or negate the trade interests of developing countries. These programmes include:

- Assistance in the formulation of policies that affect trade, including trade in services, the technological dimension of development and commodity trade;
- Advisory services and training to exploit existing trade arrangements and mechanisms such as GSP and other trade laws and to overcome tariff and non-tariff barriers.
- Trade information, facilities and instruments to enhance the capacity of developing countries to manage their international trade;
- Advice on trade negotiations; and,
- Training programmes to build capacities for human resource development in the trade sector.

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1 The list of programmes and activities has been updated as at the end of 1990.

## *1. TRADE POLICIES FOR DEVELOPMENT*

**Context**

The rapid changes in the international trading environment observed in the 1980s are likely to intensify in the near future as a result of the conclusion of the Uruguay Round, the emergence of the single European market by 1993 and the strengthening of other regional trade groupings, the gradual integration into the international trading system of the economies of Eastern Europe, and the growth of East Asia as a focus of trade expansion. Accordingly, developing countries, including least developed countries, need to conduct forward-looking reviews of options in the trade policy area and to design market-oriented policy responses that ensure increased international competitiveness and macro-economic stability in the light of the conditions that are likely to prevail in the international economy in the 1990s.

**Objectives**

The overall programme comprises several activities:

- Review of the operation of the entire trade policy apparatus in individual countries;
- Advisory programmes on specific problems in the formulation and implementation of trade policy; and
- Identification of the technical assistance needs of specific countries in the trade policy area.

There is also a policy-oriented research aspect which consists of studying the link between trade policy and trade performance in countries applying different trade régimes and at different levels of development. In this connection, comparative assessments will be undertaken so as to assist countries wishing to embark on trade policy reform.

**Features**

- Technical support in the preparation of forward-looking analyses of policy options in the field of international trade, taking into account the most recent developments in major markets and in the policies of the principal actors in the international economy.
- Technical inputs into national workshops and intercountry seminars for the exchange of information and for policy formulation on the above-mentioned issues.
- Review and assessment of options for trade policy reforms.
- Training government officials and representatives of the private sector in trade policy management and specific problem-solving techniques.
- Assistance in evaluating options for the co-ordination of economic policies on a regional basis.
- At the request of Governments, assistance in preparing for trade policy reviews in the framework of GATT.

## *2. MARKET ACCESS (SMART)*

**Context** The growth of developing countries is partly dependent on the ability to gain access to overseas markets, which is governed by tariffs and by complex trade laws and regulations. Improved market access conditions, through unilateral actions or international negotiations, should result in expanded market access in products in which the developing countries have comparative advantage.

**Objectives** To provide developing countries with the capability to analyse extensive information on tariff and non-tariff barriers and basic trade statistics, with a view to facilitating their effective participation in multilateral trade negotiations and to formulate sound market access strategies.

**Features**

- Provision of SMART* (Software for Market Access and Restrictions to Trade), a menu-driven software for use on IBM- compatible PCs that offers a tool for data analysis and policy formulation. It can be used by those with little experience of PCs or knowledge of trade and tariff classifications to:
  - Examine basic information at the tariff-line level on trade, tariffs and non-tariff barriers in an individual overseas market;
  - Select a sub-set of data, for example according to trade values, the type and level of different tariff types, the existence of specific non-tariff measures or combinations of such selection criteria;
  - Prepare summary tables with information on simple and trade-weigh ted average tariff rates;
  - Estimate the possible trade effects of reductions in tariffs under assumptions that enable the user to compute the trade creation and trade diversion effects of changes in a trading partner's import régime;
  - Receive guidance on the use of the system, as well as on definitions of different tariff rates, types of non-tariff measures, tariff liberalization formulae, etc., using the SMART manual or the on-line tutorial incorporated into the system.
- Advisory services and training on the use of SMART and on other issues that affect conditions of access to markets in developed and developing countries of products emanating from developing countries (see also programme # 3).

*Note*

** The SMART system was developed by the staff of the World Bank and UNCTAD through a co-operative project. It uses data collected by UNCTAD, from the GATT Tariff Study and from national and other official sources.*

## 3. *GENERALIZED SYSTEM OF PREFERENCES (GSP) AND OTHER TRADE LAWS*

**Context** Intergovernmental negotiations held under the auspices of UNCTAD resulted in the adoption of the generalized system of preferences (GSP) whereby preferential tariff treatment is granted on a non-reciprocal and non-discriminatory basis to exports from developing countries by most developed countries. Specified products are allowed to enter the markets of preference-giving countries with most-favoured-nation (MFN) rates of duties reduced or eliminated.

**Objectives**

- To make developing countries aware of the potential for trade expansion arising from GSP schemes;
- To increase the capabilities of developing countries to make use of and to administer the GSP schemes;
- To apprise them of various regulations and procedures governing trade under these schemes;
- To help them establish domestic focal points to facilitate and increase utilization of the GSP; and
- To provide information on trade-related regulations such as anti-dumping and countervailing duties, health and sanitary regulations, import-licensing procedures, commodity descriptions and coding systems, etc.

**Features** There are, at present, 16 different schemes of preferences in operation operated by 27 developed countries, including the 12 member States of EEC, with respect to which UNCTAD is in a position to provide:

- National seminars on operational aspects of the GSP for the trading community;
- Advisory services regarding the utilization of GSP schemes;
- Regional and interregional seminars on the administration of the GSP and the applicable trade regulations in an ECDC/TCDC context;
- Technical support in setting up focal points and networks at the domestic level through country projects and advisory missions in connexion with the implementation of these schemes;
- Updated information handbooks and digests on each one of the schemes, in addition to manuals on other trade laws.

## *4. CONTROL OF RESTRICTIVE BUSINESS PRACTICES (RBPs)*

**Context**

Corporate practices (intra-firm transactions; concentration of market power through mergers, take-overs, joint ventures and other forms of acquisitions of market power and restrictive agreements among firms, whether of a horizontal, vertical or conglomerate nature) are subtle and less visible than government restrictions on access to markets. But they also can distort international trade and adversely affect the trade and development of developing countries.

With a view to ensuring that corporate practices work in favour of development, the United Nations General Assembly adopted, in 1980, "The Set of Multilaterally Agreed Equitable Principles and Rules for the Control of Restrictive Business Practices", often referred to as "the Set". UNCTAD monitors the application and implementation of the Set by member States.

**Objectives**

To ensure, *inter alia*, that restrictive business practices (RBPs) do not erode the benefits that developing countries may derive from the elimination of tariff and non-tariff measures affecting international trade, in order to enhance their trade and promote their economic development.

**Features**

- Assistance to developing countries in formulating and/or improving legislation and procedures for the control of RBPs;
- Organization of workshops and seminars for training officials of developing countries involved in the control of RBPs; and,
- Dissemination of information on RBPs, and of a regularly updated Handbook on Restrictive Business Practices Legislation.

## 5. *TRADE NEGOTIATIONS*

**Context**

Trade negotiations take place continuously between trading partners, among members of economic co-operation groupings of developing countries, or at the global level among developed and developing countries. The most ambitious of such negotiations are those of the Uruguay Round launched in 1986, under the aegis of GATT, to develop a more open, viable and durable trading system in order to promote growth and development. The negotiations address a variety of complex issues - both traditional and new - in 14 negotiating groups on trade in goods and in the Group of Negotiations on Services. The Final Act of UNCTAD VII requested the Secretary-General of UNCTAD to provide technical assistance to developing countries in order to facilitate their effective participation in the Round. It is expected that many issues will continue to be negotiated after the conclusion of the Uruguay Round.

**Objectives**

- To strengthen the negotiating capability of the Governments of the developing countries to participate effectively in trade negotiations;
- To facilitate their adequate preparation for trade negotiations in terms of technical capability and availability of information;
- To provide developing countries with basic material for the analysis of issues and for the evaluation of negotiation proposals;
- To improve the negotiating infrastructure of developing countries by enhancing and consolidating the capability and expertise of government officials;
- To facilitate co-ordination among governmental and non-governmental organizations, including the private sector, in following trade negotiations; and
- To provide a basis for informal exchanges of views between developing and developed countries to allow a better perception of the negotiating issues and the attainment of balanced solutions.

**Features**

- Analysis of issues in trade negotiations in order to enable developing countries to formulate their own positions;
- Provision of information on trade measures and trade policy decisions of major industrialized countries, analysing their impact on the negotiations.
- Advisory missions to Governments, contributing to work on improvement of national capacity to analyse the impact of trade measures, and the provision of experts to assist national consultants in the elaboration of studies.
- Assistance in the preparation of inventories of technical assistance requirements;
- Organization of training activities such as interregional, subregional and national seminars, workshops and round-table discussions on specific issues in the negotiations.

## *6. SERVICES FOR DEVELOPMENT*

**Context**

In recent years, there has been increasing recognition of the importance of the service sector, especially producer services, in the growth and development of economies. In 1983 UNCTAD was mandated to study the role of services in the development process. At UNCTAD VII in 1987, the Conference encouraged UNCTAD to intensify its work in relation to trade in services and related technology issues. In the context of the inclusion of services in the Uruguay Round of multilateral trade negotiations, UNCTAD provides assistance to developing countries in order to facilitate their effective participation in those negotiations related to services (see # 5).

**Objectives**

- To assist developing countries design policies for the development and expansion of their service sectors, particularly in support of the manufacturing sector and for the development of a service export capacity;
- To prepare analyses of the service sector in developing countries, as well as of the general and sectoral issues pertaining to the relationships between services and development; and,
- To assist developing countries in the context of trade negotiations, including the Uruguay Round, by providing the necessary technical support (preparation of studies, organization of workshops and round-table discussions) at the national and regional levels, in order to enhance their negotiating capability.

**Features**

- Technical assistance for national experts to undertake national studies on service sectors in relation to development objectives.
- Assistance for developing countries in identifying issues for trade negotiations, including the Uruguay Round.
- Publications on the service sector, addressing both general issues as well as sector-specific questions.
- Programmes of advisory service and training through national and regional seminars.

## 7. TRANSFER AND DEVELOPMENT OF TECHNOLOGY

**Context**

Technology is fundamental to economic growth and development. The process of transferring ideas into new or improved products is central to trade in goods and services and in technology itself, through direct foreign investment, capital goods exports, licensing of patents and know-how, or in other forms. Technology is, therefore, linked closely to both the direction and composition of international trade and to the process of economic development.

Developing countries are making efforts to adapt and strengthen their technology policies, human resource base and institutional arrangements, both for technology acquisition from abroad and for its domestic adaptation, generation and diffusion, to make them more responsive to rapid technological change and to the new challenges and opportunities for trade and development. The least developed countries are particularly affected by constraints in bringing about the technological and structural changes required for their development.

**Objectives**

- To assist the developing countries in strengthening their technological and innovative capacities, including their ability to acquire, absorb and generate, use and commercialize technology, and the related institutional arrangements; and,
- To assist in improving skill formation and utilization in developing countries, responding to their trade and development requirements. Emphasis is placed on assistance to the least developed countries, and on fostering international co-operation in the technology field, including co-operation between developing countries.

**Features**

- Provision of expertise and technical support for analysing technology transfer and development policy issues and options at specific country or sectoral levels (such as in food processing, consultancy, design and engineering and new technologies), including their impact on trade and development;
- Assistance in the formulation of technology policies and measures, and in the establishment or strengthening of institutional arrangements for the transfer and development of technology, paying attention to innovation, the commercialization of R and D results, and the role of research and development institutes;
- Assistance in the design and implementation of human resource development programmes; and,
- Assistance in the formulation of technical co-operation projects in these areas for submission to financing agencies.

## *8. TRADE EXPANSION WITH COUNTRIES IN EASTERN EUROPE*

**Context**

Trade with countries in Eastern Europe constitutes both an important marketing outlet and a source of supply for developing countries. It provides for diversification of their trade flows and increased export revenues. The opportunities and prospects of these markets are not fully known or exploited by developing countries due mainly to the lack of information about market requirements, particularly in the light of the fundamental economic reforms under implementation in these countries and the innovations introduced in the management of foreign trade systems. The rationale for this programme derives from the importance, for all participating countries, of trade expansion and diversification of trade flows as a contribution to world economic growth and to development.

**Objectives**

- To enable developing countries to obtain new and increasing marketing outlets in Eastern European countries;
- To broaden the knowledge of trade officials and business circles in developing countries about new possibilities emerging from the process of economic reform in Eastern European countries as a means of enhancing mutual trade opportunities; and
- To identify ways and means of increasing trade between developing countries and Eastern European countries.

**Features**

The nature of the programme is subject to review and adaptation in light of the far-reaching developments in Eastern Europe and the changing modalities for co-operation between developing countries and Eastern European countries. In general terms, activities will include:

- Advisory services to assist developing countries in improving their trade relations with Eastern European countries for developmental purposes.
- Seminars, workshops and study tours in which import policies, arrangements and practices of Eastern European countries are presented and discussed. During these events bilateral business contacts are organized between the participants of developing countries and their representations and experts of interested Eastern European trade institutions, foreign trade organizations, enterprises, companies, banks, etc.
- Dissemination of information on trade possibilities in Eastern European countries and on their new trade legislation related to joint ventures, investments, marketing, payment arrangements, etc.
- Publication of a manual on trading with Eastern European countries, containing practical information on trading with these countries, as well as information on trade-creating economic co-operation, including pertinent legislation.

## *9. COMMODITY POLICY, DIVERSIFICATION, PROCESSING, MARKETING AND DISTRIBUTION*

**Context** Commodity exports constitute the major source of foreign exchange earnings for most developing countries, and commodity production and related activities account for a large part of their gross national product. Hence, world commodity markets and the manner in which the natural resource base is utilized are key determinants for economic growth and development. UNCTAD has the primary responsibility within the United Nations system for international commodity policy and commodity trade.

**Objectives**

- To improve the capacity of developing countries to formulate and implement policies for the export of their commodities;
- To formulate and implement diversification programmes and projects in the commodity area;
- To promote the processing of commodities before export;
- To increase the participation of developing countries in international marketing systems for commodities;
- To obtain and utilize necessary information to facilitate investment decisions; and,
- To improve the ability of developing countries to participate effectively in interntional negotiations on commodities.

**Features**

- **Commodity export policies**: Studies on selected issues, including analyses of the evolution of the various commodity markets; exchanges of experience on aspects such as the liberalization of export marketing systems and the respective roles of State and enterprises in exports of commodities; the implications for export policies of utilizing commodity exchanges and other mechanisms for international trade in a particular commodity; and the impact of changes in international marketing systems on national export policies. The objective of these activities is to contribute to improved market transparency and help policy makers in the developing countries to formulate their commodity policies.
- **Individual commodities**: UNCTAD organizes consumer/producer meetings, *inter alia*, to negotiate, or to renegotiate, international commodity agreements or arrangements for individual commodities and to exchange views and information on the market situation of specific commodities. It also publishes statistical information.
- **Development of processing activities:** The organization, in low-income commodity dependent countries, of country round tables with the participation of international commodity experts, representatives of concerned international and regional organizations and private and public sectors in developing countries to promote local processing of commodities. The round table would assess the potential for processing in light of domestic and world market conditions; prepare project profiles and initiate feasibility studies; identify investment partners; and arrange for complementary technical and financial assistance;
- **Collection and dissemination of information:** The collection and dissemination of information on technical assistance needs and availabilities in the area of diversification, processing, marketing and distribution.

## *10. IMPORT MANAGEMENT AND POLICIES FOR FOOD COMMODITIES*

**Context**

Many developing countries, particularly the least developed countries, are deeply concerned about their deteriorating food situation and the need to spend increasing amounts of foreign exchange on food imports. In most developing countries food imports are undertaken by Governments, either directly or via parastatals. Whereas transnational food-exporting companies and grain boards in the developed exporting countries have a long experience in cash and futures trading, many Governments in developing countries lack information, skill and expertise in buying food from abroad. This leads to inefficiencies in import procurement and to higher cost of purchases, with a resulting loss of scarce foreign exchange.

**Objectives**

- To assist food-importing developing countries, in particular the least developed, improve their import management and policies in the context of national food plans; and,
- To reduce the foreign exchange costs of food imports, including the diversification of sources of supply.

**Features**

The interregional UNCTAD Service on Import Management and Policies for Food Commodities assists Governments, parastatal organizations, chambers of commerce and the private sector in developing countries, particularly in the least developed importing countries with advice on:

- International procurement of food commodities, including grains and rice, sugar and vegetable oils and cakes (e.g. market information, procurement planning, tender terms and procedures and design of contracts).
- Import policies and pricing, including: evaluation of governmental food import systems; assessment of effects of liberalization of food imports and pricing of food commodities; import control and inspection requirements; Government-to-Government food contracts.
- Alternative sources of supplies, by preparing market reports, exchanging trade information, facilitating trading contacts, and advising on contract negotiations.
- Fellowships and training with commodity trading corporations, grain boards and inspection companies.
- Seminars/workshops to exchange experience and to provide training on international food procurement and exploitation of new trade opportunities, especially among developing countries.

## *11. TRAINFORTRADE*

**(Training development in the field of foreign trade)**

**Context**

There is an urgent need for developing countries to reinforce their foreign trade structures in order to be able to react and adapt to a rapidly changing international environment, to exploit new trading opportunities and to increase their supply of exportable goods and services.

TRAINFORTRADE is a programme now being developed in association with ITC designed to strengthen capacities in developing countries for the development of human resources in the field of foreign trade. The UNCTAD part of the programme focuses on areas related to national trade policies and where new trading instruments and techniques have been developed in the recent past. The ITC part of the programme focuses on international marketing and export promotion.

**Objectives**

TRAINFORTRADE aims at:

- Producing in co-operation with selected training institutions a series of training packages (on specific subjects) covering the needs of "practitioners" in the public and private sectors of international trade; and,
- Establishing a self-sustaining network of co-operation among the selected institutions through the exchange of training material and training staff.

**Features**

The subjects to be covered by the UNCTAD part of TRAINFORTRADE include:

- Commodity trading
- Countertrade
- Corporate policies
- Trade with EEC/single market countries
- Transfer of technology
- Marine insurance
- Freight forwarding
- Risk management
- Incentive policies for industrial exports
- Trade in services
- Trade financing

## *12. THE ECONOMIC INTEGRATION PROCESS OF DEVELOPING COUNTRIES*

**Context**

Since the late 1950s, developing countries have been making deliberate efforts to promote and strengthen economic co-operation and integration among themselves. Over 40 economic co-operation and integration schemes of developing countries have been established in Africa, Asia and Latin America, and recently developing countries have set up a Global System of Trade Preferences (GSTP) among themselves. Strengthening these schemes is a major challenge for developing countries in the period ahead.

**Objectives**

- To strengthen subregional, regional and interregional economic integration schemes of developing countries;
- To encourage and promote greater involvement of the enterprise sector in the formulation and implementation of economic co-operation and integration schemes;
- To foster co-operation between economic groupings of developing countries; and,
- To foster co-operation among public and private enterprises and business organizations of developing countries, promote increased investment flows and transfer of technology, as well as the setting up of joint ventures among developing countries in the areas of trade, production, investment and services.

**Features**

- Technical support, including advisory services, in the elaboration of the developing countries' programmes of trade co-operation and trade expansion among themselves, including the formulation of commercial policy measures at the national, subregional, regional and interregional levels, and the Global System of Trade Preferences among developing countries;
- National and regional seminars on the development of trade practices, such as joint import procurement policies, long-term contracts, countertrade, buy-back arrangements and other direct trade measures, and related institutional arrangements; and,
- Dissemination of information on existing multinational enterprises and on investment laws and regulations of developing countries as a means of promoting investment flows among developing countries.

## *13. TRADE CONTROL MEASURES INFORMATION SYSTEM (TCMIS)*

**Context**

Trade is deeply affected by national trade laws, regulations and administrative procedures. Considerable skill is needed to manage large amounts of complex data on trade barriers so as to formulate sound export strategies.

Trade control measures (TCMs) are measures that, either in practice or potentially, affect international trade flows by introducing different treatment for domestic and foreign production, whether because of the basic nature of the measure or because of the way it is applied. They include, *inter alia*: tariff and para-tariff measures, quantity control measures, automatic licensing measures, money and finance measures, price control measures and monopolistic measures. UNCTAD has developed a comprehensive computerized information system at the tariff line level covering tariff and para-tariff measures for more than 100 countries known as UNCTAD's Data Base on Trade Control Measures.

**Objectives**

The broad objective of TCMIS is to increase transparency in international trading conditions and thus facilitate trade. The Data Base on TCMs is utilized for the following specific purposes:

- The provision of trade information for exporters;
- The analysis of developments in national trade policies and world trading conditions;
- The preparation of reference materials for trade negotiations;
- The analysis of the conditions of access to external market for export promotion.

**Features**

The UNCTAD secretariat has invited member States to designate a focal point for dissemination of information from its Data Base on Trade Control Measures. On request, the focal points are supplied with TCM information on the products and countries of interest to them. In order to be able to deal with requests from other interested parties, particularly those from the private sector, the secretariat has created a Trust Fund, to which voluntary contributions may be channeled for this purpose.

*Note*

*The dissemination of data from the UNCTAD - TCMIS is co-ordinated with the dissemination of trade information from the ITC data bases, in order to facilitate the use of all such data by economic operators in beneficiary countries.*

## *14. THE TRADE FACILITATION PROGRAMME (FALPRO)*

**Context**

The development of foreign trade has become even more imperative for developing countries, as it is a major precondition for sustained economic growth and the main source of fiscal revenue. Complex formalities, outdated procedures and cumbersome paperwork, combined with the manual systems used by Customs Administrations, represent a serious non-tariff trade barrier and a significant cost factor, together adversely affecting the expansion of trade and causing substantial loss of revenue.

The UNCTAD Trade Facilitation Programme was launched to rationalize and improve the management of trade at the point of import and export, by simplifying procedures, standardising documents used in international trade and introducing computerisation into customs management taking into account internationally agreed standards for data and documents.

The core of the programme is a computerised system, the Automated System for Customs Data (ASYCUDA).

**Objectives**

- To assist Governments on matters related to the simplification and harmonisation of trade formalities and procedures; and
- To bring about a better management of government finances through an institutional strengthening of Customs.

**Features**

Detailed technical co-operation may be obtained in areas such as:

- Export and import licensing; exchange control;
- Certification of origin; quality and health control;
- Forwarding procedures; port authority cargo clearance;
- Procedures; commercial import and export practices; and,
- Customs and statistical nomenclatures.

The ASYCUDA generalised computer-based system for processing Customs documentation, controlling the clearance of goods and producing trade and fiscal data is being installed in a growing number of countries in Africa, Asia, the Caribbean and Latin America. A large number of developing countries have expressed interest in the system and may adopt it. The system provides modules for:

- Control of import and export licences; manifest control; processing and validation of Customs declarations; examination control; control of warehousing and suspense régimes; customs accounting; and production of statistical data.

On request, an adviser will visit the country, assess the requirements and prepare a work plan for further facilitation activities. The ASYCUDA software package is made avaliable, free of charge, within the framework of an UNCTAD technical assistance project.

## *15. TRADE-RELATED ENTERPRISE PROMOTION*

**Context**

Apart from purely governmental trade, all developing country trade takes place under the auspices of trade-related enterprises, for example private trading companies. Improving the efficiency of these enterprises' operations or public-sector marketing boards is an essential complement to a proper comprehensive trade policy, and a necessary instrument for effective export development and import management programmes.

**Objectives**

To bolster the capacity of indigenous trade-related enterprises in developing countries to adapt and flourish under conditions of market competition, often within the framework of structural adjustment policies. To this end, there is need for such enterprises to act as the effective operational agents of national policy objectives such as:

- More diversified export baskets and markets;
- Better utilization of the opportunities offered by South-South trade and non-conventional trade forms, such as countertrade; and,
- Increased use of technologies emanating from small and medium enterprises.

There is also need to help improve the efficiency of public trading enterprises and to create conditions enabling trade-related public enterprises designated for privatization to find suitable technical and financial partners.

**Features**

To help developing countries approach these objectives, the programme seeks to offer:

- Advisory services regarding the establishment of an appropriate environment for private traders and the most effective use of countertrade;
- Management assistance for the streamlining of public trading enterprises;
- Support for technological transfer from small and medium enterprises to enterprises of developing countries; and,
- Support for private sector co-operation among developing countries.

# B. ACTIVITIES RELATED TO FINANCIAL RESOURCES

## *16. DEBT MANAGEMENT*

**Context**

The external debt of developing countries is around US $ 1.3 trillion, with debt service payments constituting more than one-third of their combined export earnings. It represents one of the gravest problems facing these countries, destabilising their internal economies and accentuating social and political conflicts.

The debt difficulties have a number of dimensions, both national and international. Nationally, Governments will need to improve upon or establish debt management systems to have access, at any time, to up-to-date knowledge of the country's external obligations. To assist in this task, UNCTAD has developed a technical co-operation package known as the Debt Management and Financial Analysis System (DMFAS). At the core of the package is a computer-based management information system.

**Objectives**

- To assist in the development of appropriate structures for effective debt management;
- To improve national capacities to define and select appropriate borrowing strategies;
- To strengthen the technical capacities to monitor external debt and debt-service obligations;
- To develop the skills to monitor the preparation and implementation of projects financed through external resources; and,
- To promote exchange of experience among developing debtor countries on technical, institutional and administrative aspects of debt management.

**Features**

The assistance under the programme falls broadly under three main headings:

- Software has been designed to fulfill the operational, statistical and analytical needs of a wide variety of users within Governments with responsibilities for different aspects of debt management and external financial planning. It consists of two modules, the Debt Monitoring System (DMS) written in COBOL (ANSI-74) and the Debt Projections and Balance-of-Payments Linkage System (DPS) written in LOTUS 1-2-3. A Debt Reorganization Sub-system (DRES) facilitates operations connected with debt rescheduling negotiations with creditors.
- Advisory services, which are provided at the specific request of Governments, comprise analysis of requirements; administrative, institutional and legal issues; hardware selection; software installation; and on-site trouble-shooting.
- Training is done, *in situ*, by the advisory services installing the system as well as through regional and interregional seminars (generally 1-2 seminars annually, at UNCTAD Headquarters in Geneva).

*Note: Through its participation as an observer in meetings of the Paris Club of official creditors, UNCTAD has acquired extensive experience in Paris Club practices and is able to provide technical assistance to countries preparing their presentations to the Club.*

## *17. AID CO-ORDINATION AND MANAGEMENT IN LEAST DEVELOPED COUNTRIES*

**Context**

One of the most serious constraints on the development of the LDCs relates to the weak administrative capacity of public institutions. Among other things, this makes LDCs unable to utilise fully the very substantial aid (in per capita terms) provided to them by the international donor community, the so-called problem of "absorptive capacity" for aid. This capacity varies from country to country and sector to sector, but in general would be greatly enhanced through improved co-ordination (both at the national and at the donor level) and better monitoring.

Also important to the least developed country Governments faced with a plethora of development partners, each with its own procedures and priorities, is the rationalisation of the terms and conditions of assistance received.

**Objectives**

To help establish efficient national machinery for improved economic management and particularly to strengthen the capacity of the Government to co-ordinate, negotiate, mobilise and monitor external aid flows.

**Features**

The precise content of the strengthening process depends on the specific circumstances of each country. However, there are certain steps common to all:

- Advice in the establishment of a technical secretariat in the ministry of planning (or equivalent) and on the rules and procedures for organising the functions of the technical secretariat and its relations with other ministries and donors;
- Provision of a computerised management information system (MIS) based on the UNDP Development Co-operation Information System (DCIS), including the appropriate data base relating to aid flows, priority projects, donor profiles, terms and conditions, and so on;
- Training of national staff in the development and use of the information system, particularly for policy purposes; and,
- Careful attention has been paid in designing the MIS to make it extremely "user-friendly" (so that, for example, it works on a simple personal computer, using a menu system and standard, readily available, software programme which can be subsequently altered in the field by the users themselves if so desired). Thus, the risk of the system falling into disuse because it is too complicated or requires expensive and time-consuming intervention from overseas to adjust is minimized.

## *18. INSURANCE*

**Context** Many developing countries have succeeded in establishing an incipient domestic insurance industry. However, more rapid development of domestic insurance and its progressive integration into world trade requires the coverage of larger and more complex risks.

**Objectives**

- To assist developing countries in overcoming structural and technical constraints, including the lack of know-how, which inhibits the development of a sufficient domestic insurance capacity;
- To reduce the outflow of foreign currency and of domestic savings resulting from reliance on foreign insurance markets; and
- To improve terms and conditions under which insurance and reinsurance cover is bought from abroad.

**Features** Technical support, advice and training in:

- Defining national insurance policy and introducing adequate insurance legislation and supervision;
- Setting up national insurance and reinsurance institutions;
- Implementing insurance training programmes at national, regional and interregional levels; and,
- Establishing multinational reinsurance corporations or pools for the exchange of insurance business, information and experience.

## *19. MONETARY AND FINANCIAL CO-OPERATION AMONG DEVELOPING COUNTRIES*

**Context** South-South co-operation in the area of money and finance is designed to support the expansion of trade among developing countries (see # 12). Monetary and financial instruments for this purpose include, *inter alia*, clearing and payments arrangements, trade liberalization instruments, credit arrangements, trade financing, investment promotion, fiscal co-operation, and customs and monetary unions.

**Objectives**

- To make better use of scarce foreign exchange in mutual trade, through an effective utilization of clearing and payments arrangements;
- To mobilize resources for the financing of medium- and long-term exports;
- To encourage the commercial banks to play a bigger part in the financing of joint ventures and facilitation of payments, including electronic transfers;
- To upgrade the skills of government officials regarding regional fiscal policies; and,
- To assist in the negotiation of multilateral trade liberalization schemes at both regional and subregional levels; and to provide advice on compensation schemes for the loss of revenue arising from such trade liberalization.

**Features**

- National and regional workshops on the strengthening of existing national and regional export credit schemes;
- Advisory services regarding the operation and technical aspects of clearing arrangements, including exchange of information and data between various clearing houses;
- National and regional workshops on the issue of the development of national and regional capital markets and resource mobilization;
- Updated information handbooks on developing countries' export financing agencies, in addition to publications on financial flows among developing countries (including OPEC); and
- Technical support in the setting up of a network of correspondence between commercial banks, including advice on the creation of electronic payment schemes.

*Note:*

*Under the auspices of the Resources for Development Programmes of the secretariat, UNCTAD also provides technical support to the Intergovernmental Group of 24 developing countries on international monetary and financial issues.*

# C. ACTIVITIES RELATED TO TRANSPORT

## *20. SHIPPING SERVICES*

**Context** Efficient ocean shipping services are of crucial importance for the transport of the bulk of international trade flows, and hence the economic, operational and commercial aspects of maritime transport are of direct concern to developing countries dependent upon such services for imports and exports.

**Objectives** To assist developing countries in increasing the efficiency of maritime transport services serving their international trade.

**Features** Advice and training, including on-the-job training, with regard to:

- **Economics and management of shipping,** including the feasibility of establishing or expanding national or multinational merchant marines and shipping services, based on analysis of national and regional maritime transport requirements;
- **Freight rates and conference practices,** including advice on the implementation of conventions negotiated under UNCTAD auspices, particularly the Convention on a Code of Conduct for Liner Conferences, and on the operation of freight markets;
- **Consultation machinery,** including advice on the establishment and operation of shippers' councils and of effective consultation machinery between users and suppliers of maritime transport services.
- **Trade organization and shipping,** involving for example: the use of different terms of shipment (e.g. c.i.f, f.o.b); relationship between size of shipment and freight costs; methods of presentation of cargoes for shipment and of bulking cargoes, including the establishment of central affreightment offices.
- **Private maritime law,** including advice on preparation of national and international maritime codes; on bills of lading, charter parties and other contracts of affreightment; and on marine insurance and general average.

## *21. MULTIMODAL TRANSPORT AND TECHNOLOGICAL DEVELOPMENT*

**Context** Door-to-door transport services under a single carrier's responsibility (multimodal transport) are rapidly developing throughout the world using the latest technological developments in transport. To a very large extent multimodal transport activities are conducted exclusively by transport operators from developed countries. Greater participation by transport operators from developing countries in multimodal transport will not only enhance local transport capabilities in the international transport of foreign trade, but will also result in foreign exchange earnings/savings and will help in the transfer of modern transport technology.

**Objectives**

- To assist Governments, national entities and subregional organizations in setting up the necessary institutional, legal and operational environment for the introduction of multimodal transport;
- To assist national transport operators in improving their international transport services and in taking the steps to participate in multimodal transport on an equal basis with their foreign competitors;
- To create awareness among the various national partners in the international trade and transport of a country of the necessity to promote the development of multimodal transport.

**Features** Advice and training is available in the following areas:

- Creation of trade and transport facilitation committees to co-ordinate national and subregional policies on the development of multimodal transport;
- Modernization and harmonization of national transport legislation and regulations, including drafting of model legislation to take into account the development of multimodal transport;
- Implementation of facilitation measures related to documents and procedures used in international trade and transport;
- Identification and elimination of institutional and operational impediments to the introduction of multimodal transport in a country or subregion;
- Formulation of policy recommendations on future transport investments related to international multimodal transport, including the co-ordination of modal transport policies; and,
- Preparation for the development of electronic data interchange systems in the trade and transport sector; elaboration of feasibility studies on inland clearance depots.

## *22. PORT MANAGEMENT AND DEVELOPMENT*

**Context**

It has long been established that port costs - both direct and indirect - constitute a significant proportion of the transportation costs of international shipments. Thus increased port efficiency is an important key to the lowering, or at least the containing, of transportation costs necessary for the stimulation of world trade. The foreseeable evolution of international trade and of the transport activities connected with it, in particular shipping activities, puts the port - or to be more precise, the port area and the community that serves it - in a position to play a wider role than in the past, converting itself into a "service centre" and becoming one of the driving forces in the development of the trading activities of the country or region.

**Objectives**

To advise developing countries on:

- How to obtain the maximum benefit from existing port facilities;
- How to develop new physical facilities to cope with changing volumes and types of traffic in the most economic fashion; and
- How to develop new port activities and services to exploit trading opportunities and requirements.

**Features**

UNCTAD is primarily concerned with the economic and commercial aspects of ports. Advice and assistance is available in the following areas:

- Port operations, including methods of improving port productivity; impact on ports of technological changes in shipping; and equipment operations and maintenance;
- Port administration and organization, including legislation and regulations; financial management; cost control; port pricing; and management information systems;
- Port planning, including economic feasibility studies; statistics, and efficiency indicators; and
- Marketing of new activities and services in the port area (e.g. free zones, industrial and commercial activities, transshipment, warehousing and distribution, logistic support to the integrated transport chain).

*Note:*

*Two other organizations within the United Nations family are also involved in technical co-operation in the field of ports:*

- *The International Labour Organisation (ILO) is mainly concerned with social issues such as conditions of employment for dock-workers, manpower planning, occupational safety and health, welfare and social security;*
- *The International Maritime Organization (IMO) is mainly concerned with technical issues such as navigational aids, pilotage, towage, dredging, handling of hazardous cargoes, port safety, etc.*

*UNCTAD co-operates with both organisations in carrying out projects in the above-mentioned fields.*

## 23. *MARITIME MANAGEMENT TRAINING (TRAINMAR/IPP)*

**Context**

Training of government staff, maritime administrators and shipping company and port officials is a pre-requisite for the efficient development of merchant marines, for the sound establishment of multimodal transport operations and for the proper management of shipping companies, ports, shipping agencies, freight forwarders, etc. There are very large maritime management training and human resource development needs at all occupational levels.

**Objectives**

- To train policy-makers and senior maritime managers;
- To help developing countries establish their own training capabilities for middle and junior levels of management.

**Features**

UNCTAD has developed and is ready to deliver training programmes for policy makers and senior management in the following fields, under the auspices of its TRAINMAR* and Improved Port Performance (IPP) training programmes:

- Multimodal transport;
- Container terminal development;
- Management and maintenance of port equipment;
- Port planning;
- Management of container terminals;
- Management of general cargo operations;
- Legal aspects of commercial shipping operations;
- Maritime documentary fraud;
- Use of computerized information systems in shipping management;
- Practical freight forwarding;
- Chartering;
- Strategic planning of shipping operations.

In addition, UNCTAD's TRAINMAR programme helps maritime management training centres of developing countries to establish and run their own training programmes and, by using a common approach, to co-operate among themselves to expand the quality and quantity of training available.

On-the-job training in such fields as strategic planning, marketing, chartering, multimodal transport operations, conference negotiations, port management, etc. can also be arranged on request through UNCTAD's JOBMAR programme.

*Note:*

* *Specialized training for people such as teachers in nautical schools, ship surveyors and examiners, marine casualty investigators, and marine safety administrators is provided by the World Maritime University and its branches established by the International Maritime Organization (IMO). IMO is also responsible for the standards for the training of all seagoing personnel. The International Labour Organisation provides assistance relating to the training of dockworkers.*

## *24. TRANSIT TRAFFIC FOR LAND-LOCKED DEVELOPING COUNTRIES AND MANAGEMENT OF TRANSPORT ROUTES*

**Context**

It is generally recognized by the international community that land-locked developing countries face additional problems resulting from their geographical location and that additional international support needs to be mobilized accordingly. Land-locked countries incur additional transport costs, not only because of their relative remoteness from world markets but also because of many other constraints related to access to sea ports through the foreign territory of the transit States. There is thus need for action by the land-locked countries and their transit neighbours to improve the movement of transit cargo along the transit corridors.

**Objectives**

- To assist Governments in the land-locked countries and their transit neighbours in improving the legal, administrative, commercial and policy framework for an efficient operation of the transit traffic system; and
- To build up and implement an efficient advanced cargo information system that will support the operation of the transit system.

**Features**

Assistance for:

- Streamlining of transit documentation and procedures and strengthening the institutional machinery to implement recommendations made;
- Formulation and implementation of bilateral transit agreements designed to improve transit operations;
- Improvement of the road, rail and port operations related to transit traffic;
- Carrying out feasibility studies that are designed to provide basic data required for the financing of capital projects in the transit transport sector;
- Providing an Advanced Cargo Information System (ACIS)* designed to track cargo flows along transit corridors; and
- Institution building and training programmes in the transit traffic and transport sector;

*Note*

** ACIS is a computer-based management information system that links all those involved in the movement of goods into, out of and within Africa (shipping lines, ports authorities, clearing agents, customs authorities, transport operators etc) by monitoring the movements of goods along the transport chain. ACIS can be linked to ASYCUDA (see # 14).*

# III. FINANCIAL, ORGANIZATIONAL AND PROCEDURAL MATTERS

UNCTAD has no funds of its own to finance technical co-operation. Pursuant to the 1968 General Assembly resolution 2401 (XXIII) entitled "Technical assistance in trade and related fields", UNCTAD acts as a participating and executing agency of the United Nations Development Programme (UNDP). In practice, UNCTAD's technical co-operation is largely funded by UNDP, complemented by voluntary and trust fund contributions from individual developed and developing countries, financing institutions and development funds.

All projects are designed and implemented in close co-operation with officials and institutions of the countries or regions concerned, and of course with UNDP and other concerned donors. UNCTAD co-operates with Governments through the modality of government or national execution on the basis of an associate agency agreement. UNCTAD also co-operates in a similar way with the Office of Project Services of UNDP (UNDP/OPS) and other organisations in the United Nations system.

In preparing and carrying out the programmes described in Part II of this brochure, UNCTAD co-operates closely with the International Trade Centre, UNCTAD/GATT, responsible for activities in the area of trade promotion. Indeed, joint projects are carried out in a number of cases, particulary those forming part of, for example, work on trade policy, with ITC responsible for export promotion/development activities within an agreed policy framework developed by the Government with UNCTAD's help (# 1); or in the area of training (# 11); or for the dissemination of trade information (# 13).

**Submitting requests for technical assistance**

Technical co-operation in the area of trade and development is provided at the request of Governments on the basis of their own priorities and objectives. The UNDP Resident Representative acts on behalf of UNCTAD in matters pertaining to technical co-operation and is in a position to assist in the preparation of requests as well as to provide information on the availability of resources. UNCTAD is also able to offer short-term advisory services to review a country's needs on the spot and to assist in the formulation of requests for assistance.

**Further information may be obtained from:**

Joint Technical Co-operation Unit
United Nations Conference on Trade and Development (UNCTAD)
Palais des Nations,
CH - 1211 GENEVA 10, Switzerland

Telephone: (41 22) 734.60.11 or 731.02.11 (extensions: 5736 or 5731)
Telegrams: UNATIONS GENEVA
Telex 41 29 62 Telefax: (41 22) 733 65 42

**or -**

The Representative of UNCTAD to the United Nations
New York Office of UNCTAD (Room S-927F)
United Nations
NEW YORK, NY 10017, U.S.A.

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**or -**

The Resident Representative of the United Nations Development Programme in each developing country

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